# **OREGON NURSERY**

and

**GREENHOUSE** 

**SURVEY** 

1999

### 1999

## **OREGON NURSERY**

and

**GREENHOUSE** 

**SURVEY** 

Compiled and Published by

**United States Department of Agriculture** 

**Oregon Agricultural Statistics Service** 

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#### **FOREWORD**

September 2000

Following are the results of the ninth Nursery and Greenhouse Survey for Oregon. The survey is funded by USDA's National Agricultural Statistics Service due largely to the efforts of the Oregon Association of Nurserymen which secured funding through the Oregon Congressional delegation.

The survey is designed to provide basic information on the Nursery industry, and the results show that not only is it the leading agricultural industry in Oregon, but has agriculture's largest payroll for hired labor. Gross sales of nursery products totaled \$584 million in 1999, increasing nearly 10 percent above a year earlier and solidifying the number one ranking first attained in 1994. The demand for unbiased information of Oregon's nursery industry has never been higher, as issues concerning the environment, immigration and competing land use issues continue to make these statistics a valuable tool for all involved in these debates. The nursery industry can certainly claim an authoritative voice in debating agricultural policy at local, state and national levels. Universities, government planners at all levels, state and federal legislatures, input suppliers, and producers and marketers of nursery products make up the bulk of data users.

This survey would not have been completed without the efforts of the Oregon Association of Nurserymen, Oregon Department of Agriculture and the Oregon Agricultural Statistics Service enumerator staff. We are very appreciative of their support in data collection and publication of this report.

Sincerely,

Homer K. Rowley State Statistician

#### **TABLE OF CONTENTS**

| Pa   | ge  |
|--|-----|
| 999 Summary  | 1   |
| ross sales by plant material                           | 1   |
| creage by plant material                               | 2   |
| ross sales by sales value                              | 2   |
| ross wages paid by sales value                         | 3   |
| umber of workers by sales value                        | 3   |
| umber of operations, acreage and gross sales by county | 4   |
| estination of sales by plant material 5                | 5-6 |
| ursery/Greenhouse summary recap                        | 8   |
| ata collection procedures                              | 8   |
| umber of operations and survey sampling by sales value | 8   |
| ample Questionnaire                                    | 12  |

#### 1999 Nursery sales up \$52 million from 1998

Oregon's 1999 nursery sales, at \$584 million, is the highest nursery value ever estimated. Sales were ten percent higher than last year and 85 percent more than 1990, the first year for this survey. This was the ninth consecutive year of record sales. The Nursery and Greenhouse industry again solidified its place atop all Oregon agricultural commodities by claiming the top ranking for the seventh consecutive year and was in fact \$194 million above the second ranked cattle and calves which generated sales of \$390 million. All grass seeds, with a value of \$373 million, ranked third and all hay came in fourth with a value of \$294 million. An interesting comparison showing how important the Nursery and Greenhouse industry is to Oregon, is that hazelnuts, another important Oregon commodity in it's best year, 1997, had sales of just \$42 million.

Sixty seven percent of the \$52 million increase in sales came from container sales and twenty three percent of the increase was from balled and burlapped plant material. Container sales at, \$223 million, were \$34.6 million higher than last year and in fact have increased 140 percent since 1990's level of \$93 million. The only plant material category showing a decrease was greenhouse sales which were down three percent from last year.

Clackamas County, with sales of \$143.8 million, became the leading county of sales this year and was \$12 million above the second most important county, Marion, with sales of \$131.5 million. For the past several years,

Clackamas and Marion county have traded the top ranking. It is very clear that they are the top producing counties as they account for 47 percent of all Nursery and Greenhouse production in the state. Washington County is the third largest producer with sales of \$109.4 million and Yamhill county is fourth with sales of \$84.8 million. The fifth major county of production is Multnomah with sales valued at \$34.8 million. The top five counties account for 86 percent of all production in the state. All five leading counties are located in the northern Willamette Valley and it is evident that the industry is a major employer of workers in the Portland area. State wide the industry employs 21,200 workers and has a total payroll \$201.2 million. The number of firms growing nursery and greenhouse products in Oregon totaled 2,185 firms and they used 41,100 acres to produce nursery stock and plants.

Looking at sales value by the size of firms shows that all of the increased sales value last year was from the firms that had annual sales of over \$2 million. Sales of firms with sales over \$2 million increased 24 percent last year while the sale's of all smaller firms decreased last year. There were 62 firms that had sales over \$2 million last year and that number was up 19 firms from 1998.

(Continued page 2)

Oregon nursery/greenhouse gross sales: By plant material 1992 - 1999

|                   |                  |                  |                  |                  | Gross sales      |                  |                  |                  |                     |
|-------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|---------------------|
| Plant<br>material | 1992             | 1993             | 1994             | 1995             | 1996             | 1997             | 1998             | 1999             | <u>1999</u><br>1998 |
|                   | 1,000<br>dollars | Percent             |
| Bare Root         | 84,500           | 82,400           | 84,300           | 82,900           | 97,600           | 105,400          | 109,700          | 116,300          | 106                 |
| B & B             | 53,000           | 52,200           | 58,500           | 67,800           | 75,000           | 77,800           | 85,500           | 97,500           | 114                 |
| Container         | 109,800          | 108,400          | 133,900          | 148,100          | 148,900          | 171,300          | 188,500          | 223,100          | 118                 |
| Greenhouse        | 68,400           | 79,800           | 77,200           | 83,500           | 91,800           | 95,800           | 105,900          | 103,100          | 97                  |
| Other             | 29,300           | 24,200           | 31,100           | 36,700           | 34,700           | 41,700           | 42,400           | 44,000           | 104                 |
| Total             | 345,000          | 347,000          | 385,000          | 419,000          | 448,000          | 492,000          | 532,000          | 584,000          | 110                 |

#### Wages increase

For 1999, the State's nurseries and greenhouses paid out \$201.2 million in wages to the 21,200 workers employed. This was an increase in wages paid of 12 percent from 1997 and 37 percent from 1995. Employment and wage data are collected every two years. The average wages paid per worker last year were \$9,489 up from 1997's average of \$8,600. The number of workers employed seems to remain fairly constant at around 21,000 workers but there seems to be a shift from seasonal workers to full time workers. Seasonal workers decreased by 550 workers from 1997 while full time workers increased by 950 workers. There were 9,000 full time workers and 12,200 seasonal workers for 1999.

#### **Destinations and Shipment of Plant Material**

Oregon grown products were shipped throughout the United States, Canada, and the world. Plant material shipped out of Oregon last year was worth \$424.4 million or 72.7 percent of all nursery and greenhouse production. The Northeastern States received the largest share, \$81.8 million or 19.2 percent of all shipments. Right behind the Northeast was the Upper Midwest receiving 18.7 percent and the Atlantic States 17.5 percent. The surrounding states of Washington and California received 14.5 percent and 11.0 percent, respectively, and together account for 25.5 percent of shipments from Oregon. Foreign shipments, were essentially unchanged from four years earlier. Areas outside of North America that received Oregon plant material and the number of times reported were: Japan 9; England 5; Mexico 5; Australia 5, and Germany 3. The largest sales volume was shipped into Mexico.

Oregon acreage by plant material 1991, 1993, 1995, 1997, 1999

| Cregori dereage by plant material 1771, 1770, 1770, 1777 |        |        |        |        |        |                     |  |  |  |  |
|--|--------|--------|--------|--------|--------|---------------------|--|--|--|--|
| Plant material   | 1991   | 1993   | 1995   | 1997   | 1999   | <u>1999</u><br>1997 |  |  |  |  |
|  | Acres  | Acres  | Acres  | Acres  | Acres  | Percent             |  |  |  |  |
| Bare Root  | 8,800  | 9,500  | 10,600 | 10,100 | 10,800 | 107                 |  |  |  |  |
| B & B  | 10,070 | 11,400 | 10,800 | 12,100 | 14,660 | 121                 |  |  |  |  |
| Container  | 3,490  | 3,900  | 4,400  | 5,100  | 5,500  | 108                 |  |  |  |  |
| Greenhouse   | 550    | 550    | 600    | 630    | 640    | 102                 |  |  |  |  |
| Other  | 3,210  | 4,000  | 5,100  | 5,300  | 5,500  | 104                 |  |  |  |  |
| Other acreage in operation                               | 5,610  | 4,350  | 4,400  | 4,900  | 4,000  | 82                  |  |  |  |  |
| Total  | 31,730 | 33,700 | 35,900 | 38,130 | 41,100 | 108                 |  |  |  |  |

Oregon gross sales, by sales value, 1995 - 1999

|                         | Gross sales   |               |               |               |               |                     |  |  |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------------|--|--|
| Sales size group        | 1995          | 1996          | 1997          | 1998          | 1999          | <u>1999</u><br>1998 |  |  |
|                         | 1,000 dollars | Percent             |  |  |
| Less than \$20,000      | 10,000        | 6,700         | 8,700         | 7,600         | 7,200         | 95                  |  |  |
| \$20,000 - \$99,999     | 18,800        | 18,100        | 18,500        | 17,500        | 15,000        | 86                  |  |  |
| \$100,000 - \$199,999   | 22,000        | 18,900        | 20,000        | 19,600        | 17,600        | 90                  |  |  |
| \$200,000 - \$499,999   | 46,800        | 36,000        | 38,500        | 44,700        | 38,500        | 86                  |  |  |
| \$500,000 - \$1,999,999 | 109,000       | 121,500       | 134,300       | 135,900       | 125,500       | 92                  |  |  |
| More than \$2,000,000   | 212,400       | 246,800       | 272,000       | 306,700       | 380,200       | 124                 |  |  |
| Total                   | 419,000       | 448,000       | 492,000       | 532,000       | 584,000       | 110                 |  |  |

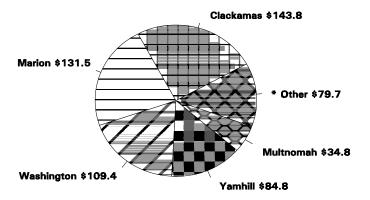
Number of workers employed in the nursery/greenhouse industry and gross wages paid - 1999

| Sales size group        | Full time | Seasonal | Total workers | otal workers Total wages |         |
|-------------------------|-----------|----------|---------------|--------------------------|---------|
|                         | Number    | Number   | Number        | Dollars                  | Dollars |
| Less than \$20,000      | 50        | 1,400    | 1,450         | 820,000                  | 566     |
| \$20,000 - \$99,999     | 200       | 750      | 950           | 3,840,000                | 4,042   |
| \$100,000 - \$199,999   | 300       | 900      | 1,200         | 5,675,000                | 4,729   |
| \$200,000 - \$499,999   | 650       | 1,000    | 1,650         | 12,980,000               | 7,867   |
| \$500,000 - \$1,999,999 | 1,900     | 2,900    | 4,800         | 45,555,000               | 9,491   |
| More than \$2,000,000   | 5,900     | 5,250    | 11,150        | 132,300,000              | 11,865  |
| Total                   | 9,000     | 12,200   | 21,200        | 201,170,000              | 9,489   |

Number of workers, wages and number of operations, Oregon, 1993, 1995, 1997, 1999

|                               | 1993        | 1995        | 1997        | 1999        | <u>1999</u><br>1997 |
|-------------------------------|-------------|-------------|-------------|-------------|---------------------|
|                               | Number      | Number      | Number      | Number      | Percent             |
| Seasonal workers              | 12,350      | 12,235      | 12,750      | 12,200      | 96                  |
| Full time workers             | 6,850       | 7,250       | 8,050       | 9,000       | 112                 |
| Total workers                 | 19,200      | 19,485      | 20,800      | 21,200      | 102                 |
| Total wages (\$)              | 124,173,000 | 146,482,000 | 178,870,000 | 201,170,000 | 112                 |
| Average wages per worker (\$) | 6,467       | 7,518       | 8,600       | 9,489       | 110                 |
| Number of operations          | 1,986       | 1,905       | 2,040       | 2,185       | 107                 |

Nursery/greenhouse gross sales by county, Oregon - 1999 Oregon - \$584 million (Millions shown)



<sup>\*</sup> Other: Lane \$15.1, Polk \$9.7, Douglas \$5.2, Linn \$8.2, Klamath \$8.5, Umatilla \$4.1, Lincoln \$3.1, Curry \$2.8, Josephine \$2.5, Jackson\$2.4, Benton \$2.0, Deschutes \$2.0, Other Misc. Counties \$14.0.

Number of operations, acreage and gross sales by county, 1997 - 1999

|            | Number of operations | Acres  | Gross Sales   |               |               |           |  |  |
|------------|----------------------|--------|---------------|---------------|---------------|-----------|--|--|
| County     | 1999                 | 1999   | 1997          | 1998          | 1999          | 1999/1998 |  |  |
|            | Number               | Acres  | 1,000 dollars | 1,000 dollars | 1,000 dollars | Percent   |  |  |
| Benton     | 49                   | 310    | 1,900         | 1,800         | 2,030         | 113       |  |  |
| Clackamas  | 471                  | 11,950 | 112,200       | 128,500       | 143,760       | 112       |  |  |
| Curry      | 22                   | 330    | 3,200         | 3,400         | 2,770         | 81        |  |  |
| Deschutes  | 36                   | 210    | 1,900         | 1,800         | 1,950         | 108       |  |  |
| Douglas    | 54                   | 490    | 5,600         | 5,500         | 5,220         | 95        |  |  |
| Jackson    | 65                   | 100    | 2,200         | 2,300         | 2,430         | 106       |  |  |
| Josephine  | 56                   | 140    | 2,600         | 2,500         | 2,530         | 101       |  |  |
| Klamath    | 13                   | 920    | 4,600         | 6,000         | 8,490         | 142       |  |  |
| Lane       | 154                  | 520    | 14,000        | 13,700        | 15,090        | 110       |  |  |
| Lincoln    | 26                   | 150    | 2,700         | 2,700         | 3,140         | 116       |  |  |
| Linn       | 81                   | 500    | 5,000         | 5,200         | 8,210         | 158       |  |  |
| Marion     | 369                  | 9,990  | 114,300       | 120,000       | 131,490       | 110       |  |  |
| Multnomah  | 216                  | 3,140  | 32,200        | 32,400        | 34,790        | 107       |  |  |
| Polk       | 43                   | 1,030  | 6,200         | 6,000         | 9,740         | 162       |  |  |
| Umatilla   | 14                   | 520    | 3,200         | 3,400         | 4,130         | 121       |  |  |
| Washington | 252                  | 5,190  | 93,500        | 97,100        | 109,410       | 113       |  |  |
| Yamhill    | 102                  | 4,530  | 77,800        | 83,000        | 84,810        | 102       |  |  |
| Other 1/   | 162                  | 1,080  | 8,900         | 16,700        | 14,010        | 84        |  |  |
| Total      | 2,185                | 41,100 | 492,000       | 532,000       | 584,000       | 110       |  |  |

<sup>1/</sup> Contains counties with less than 1 million dollars of sales or counties which were combined to avoid disclosure.

|                         |                  | Plant material type |                  |                  |                  |                  |                  |                  |                  |  |
|-------------------------|------------------|---------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--|
|                         |                  | Bare root           |                  |                  | B & B            |                  |                  | Container        |                  |  |
| Destination             | 1991             | 1995                | 1999             | 1991             | 1995             | 1999             | 1991             | 1995             | 1999             |  |
|                         | 1,000<br>Dollars | 1,000<br>Dollars    | 1,000<br>Dollars | 1,000<br>Dollars | 1,000<br>Dollars | 1,000<br>Dollars | 1,000<br>Dollars | 1,000<br>Dollars | 1,000<br>Dollars |  |
| Oregon                  | 20,040           | 19,420              | 20,610           | 11,530           | 15,690           | 18,560           | 19,790           | 30,240           | 42,280           |  |
| Washington              | 11,740           | 8,185               | 8,480            | 9,390            | 8,850            | 9,850            | 13,880           | 15,090           | 25,860           |  |
| California              | 5,150            | 4,625               | 6,390            | 3,070            | 2,346            | 4,060            | 5,740            | 8,150            | 16,900           |  |
| Other western States 1/ | 4,460            | 3,225               | 4,670            | 6,780            | 8,085            | 8,560            | 11,520           | 13,080           | 25,510           |  |
| Upper Midwest 2/        | 22,390           | 20,130              | 21,560           | 7,150            | 9,490            | 15,160           | 21,590           | 31,620           | 36,060           |  |
| Gulf States 3/          | 3,850            | 4,800               | 4,690            | 830              | 1,315            | 2,680            | 2,990            | 3,660            | 6,450            |  |
| Atlantic States 4/      | 5,740            | 9,375               | 24,400           | 5,070            | 5,937            | 12,860           | 8,690            | 11,300           | 30,950           |  |
| Northeast States 5/     | 13,050           | 9,345               | 21,050           | 8,610            | 13,450           | 21,900           | 14,670           | 24,110           | 33,160           |  |
| Western Canada 6/       | 2,540            | 2,070               | 2,770            | 2,190            | 1,654            | 1,750            | 4,940            | 6,260            | 3,210            |  |
| Eastern Canada 7/       | 4,250            | 845                 | 1,220            | 2,260            | 760              | 2,120            | 2,700            | 4,260            | 2,440            |  |
| Foreign Countries       | 20               | 880                 | 460              | 30               | 223              |                  | 60               | 330              | 280              |  |
| Total                   | 93,230           | 82,900              | 116,300          | 56,910           | 67,800           | 97,500           | 106,570          | 148,100          | 223,100          |  |

<sup>1/</sup> Other western States include MT,ID,WY,NV,UT,AZ,NM,CO,AK,HI.
2/ Upper Midwest include ND,SD,NE,KS,MN,IA,MO,WI,IL,MI,IN,OH,KY.3/ Gulf States include OK,TX,AR,LA,TN,MS,AL.

<sup>4/</sup> Atlantic States include MD,DE,WV,VA,NC,SC,GA,FL. 5/ Northeast States include ME,NH,VT,MA,CT,RI,NY,PA,NJ.

<sup>6/</sup> Western Canada include BC,AB,SK,MB.

<sup>7/</sup> Eastern Canada includes all other provinces.

|                         |                  |                  |                  | Pla              | nt material ty   | ре               |                  |                  |                  |         | Percent of        |
|-------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|---------|-------------------|
|                         |                  | Greenhouse       |                  |                  | Other            |                  | Total            |                  |                  | 1999    | total sales<br>by |
| Destination             | 1991             | 1995             | 1999             | 1991             | 1995             | 1999             | 1991             | 1995             | 1999             | 1995    | destination       |
|                         | 1,000<br>Dollars | Percent | Percent           |
| Oregon                  | 35,060           | 47,415           | 60,680           | 5,840            | 13,670           | 17,450           | 92,260           | 126,435          | 159,580          | 126     | 27.3              |
| Washington              | 7,810            | 11,275           | 14,920           | 2,750            | 4,010            | 2,320            | 45,570           | 47,410           | 61,430           | 130     | 10.5              |
| California              | 5,430            | 10,160           | 9,700            | 3,310            | 5,630            | 9,670            | 22,700           | 30,911           | 46,720           | 151     | 8.0               |
| Other western States 1/ | 1,720            | 1,710            | 2,150            | 980              | 1,140            | 1,030            | 25,460           | 27,240           | 41,920           | 154     | 7.2               |
| Upper Midwest 2/        | 2,780            | 4,325            | 3,680            | 4,790            | 3,350            | 2,810            | 58,700           | 68,915           | 79,270           | 115     | 13.6              |
| Gulf States 3/          | 1,310            | 1,600            | 2,030            | 1,430            | 1,900            | 1,890            | 10,410           | 13,275           | 17,740           | 134     | 3.1               |
| Atlantic States 4/      | 1,120            | 1,475            | 3,260            | 2,500            | 4,020            | 2,750            | 23,120           | 32,107           | 74,220           | 231     | 12.7              |
| Northeast States 5/     | 1,000            | 2,150            | 3,350            | 3,270            | 2,320            | 2,290            | 40,600           | 51,375           | 81,750           | 159     | 14.0              |
| Western Canada 6/       | 1,060            | 2,015            | 2,060            | 280              | 450              | 360              | 11,010           | 12,449           | 10,150           | 82      | 1.7               |
| Eastern Canada 7/       | 810              | 1,025            | 1,090            | 230              | 180              | 690              | 10,250           | 7,070            | 7,560            | 107     | 1.3               |
| Other Foreign Countries | 70               | 350              | 180              | 740              | 30               | 2,740            | 920              | 1,813            | 3,660            | 202     | .6                |
| Total                   | 58,170           | 83,500           | 103,100          | 26,120           | 36,700           | 44,000           | 341,000          | 419,000          | 584,000          | 139     | 100               |

<sup>1/</sup> Other western States include MT,ID,WY,NV,UT,AZ,NM,CO,AK,HI.

<sup>2/</sup> Upper Midwest include ND,SD,NE,KS,MN,IA,MO,WI,IL,MI,IN,OH,KY.

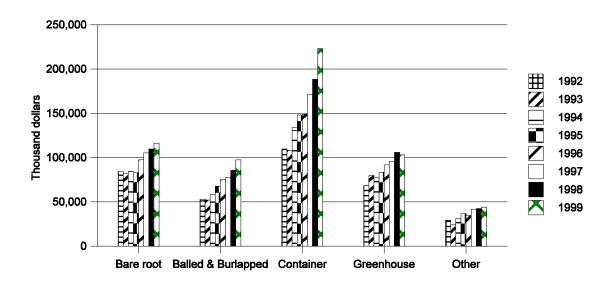
<sup>3/</sup> Gulf States include OK,TX,AR,LA,TN,MS,AL.

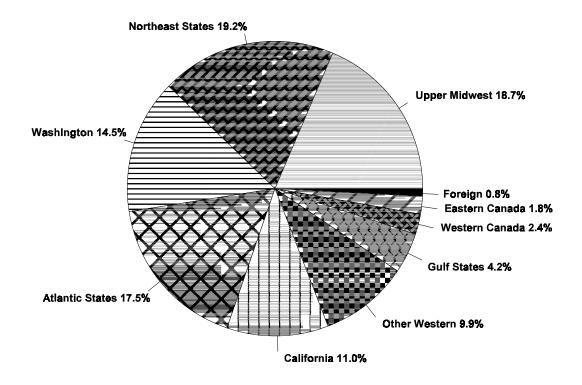
<sup>4/</sup> Atlantic States include MD, DE, WV, VA, NC, SC, GA, FL.

<sup>5/</sup> Northeast States include ME,NH,VT,MA,CT,RI,NY,PA,NJ.

<sup>6/</sup> Western Canada include BC,AB,SK,MB.

<sup>7/</sup> Eastern Canada includes all other provinces.





| Sales size group        | Number of<br>Operations | Acres  | Gross Sales   | Total Workers | Total Wages   |
|-------------------------|-------------------------|--------|---------------|---------------|---------------|
|                         | Number                  | Acres  | 1,000 dollars | Number        | 1,000 dollars |
| Less than \$20,000      | 1,395                   | 2,580  | 7,200         | 1,450         | 820,000       |
| \$20,000 - \$99,999     | 356                     | 2,170  | 15,000        | 950           | 3,840,000     |
| \$100,000 - \$199,999   | 121                     | 1,730  | 17,600        | 1,200         | 5,675,000     |
| \$200,000 - \$499,999   | 116                     | 3,590  | 38,500        | 1,650         | 12,980,000    |
| \$500,000 - \$1,999,999 | 135                     | 9,680  | 125,500       | 4,800         | 45,555,000    |
| More than \$2,000,000   | 62                      | 21,350 | 380,200       | 11,150        | 132,300,000   |
| Total                   | 2,185                   | 41,100 | 584,000       | 21,200        | 201,170,000   |

#### 1999 Data Collection

The 1999 Oregon Nursery and Greenhouse Survey was designed to collect data on all commercial nurseries, greenhouses, and producers of other plant material, such as roses, holly, bulbs, sod, cut flowers, dried flowers, etc. in the state. A stratified random sample of 708 names was chosen from the State of Oregon's list of licensed nurseries and greenhouses for 1999. They were classified into six broad size groups based on sales volume. The Oregon Agricultural Statistics Service floriculture survey was used to supplement the list for those firms in the industry who are not required to have a State license.

Questionnaires were mailed to sampled names on June 26, 2000, followed by a second request on July 17, 2000. All non-respondents were phoned or visited during the period July 31 to August 12. Cooperation was good with 89 percent of the sampled names cooperating.

The sample design was developed by the National Agricultural Statistics Service. Computer editing and summary programs were written by Kent Hoddick. Data for minor counties and items were combined with other totals to avoid disclosure of individual operations.

Number of operations and survey sampling 1998 & 1999

|                         | Number of | operations | Operations in sample |      |  |
|-------------------------|-----------|------------|----------------------|------|--|
| Sales size group        | 1998 1999 |            | 1998                 | 1999 |  |
|                         |           |            |                      |      |  |
| Less than \$20,000      | 1,342     | 1,395      | 202                  | 161  |  |
| \$20,000 - \$99,999     | 337       | 356        | 163                  | 113  |  |
| \$100,000 - \$199,999   | 129       | 121        | 129                  | 121  |  |
| \$200,000 - \$499,999   | 113       | 116        | 113                  | 116  |  |
| \$500,000 - \$1,999,999 | 118       | 135        | 118                  | 135  |  |
| More than \$2,000,000   | 43        | 62         | 43                   | 62   |  |
| Total                   | 2,082     | 2,185      | 768                  | 708  |  |



# OREGON AGRICULTURAL OREGON NURSERY AND GREENHOUSE STATISTICS SERVICE SURVEY - 1999

Form Approved O.M.B. Number 0535-0093 Approval Expires 12/31/01 Project Code 168

1220 SW 3rd Ave., Room 1735 Portland, OR 97204 503-326-2131 or 1-800-338-2157 FAX: 326-2549 or 1-800-731-7011

| ear Nursery/Greenhouse Gr  | ower:  |  |   |  |  |
|--|--|--|---|--|--|
| regon as the state's leading ading state in production a complete the annual Nursery purce of measuring annual gricultural industry. The sur ill be kept confidential. leased in September 2000 niversities, the legislature ecision making concerning | g agricultural indust<br>nd value. Please ta<br>and Greenhouse Su<br>growth and chang<br>vey is voluntary and<br>The nursery/greenl<br>and is used extensivand local govern  | ry and national ake a few minurey which is the of Oregon's dryour individu nouse report vely by your indiments for infinite after the control of the control | lly as a<br>utes to<br>ne only<br>major<br>al data<br>will be<br>dustry,<br>formed  |  |  |
| Sir  | ncerely,   |  |   |  |  |
|  |  |  |   |  |  |
| * * * PLEASE RETURN BY JULY 12 * * *  Homer K. Rowley State Statistician   |  |  |   |  |  |
| INTRODUCTION   |  |  |   |  |  |
| ERY ACRES OPERATE  | e, and   |  |   |  |  |
|  |  | ACRES  |   |  |  |
|  |  | 101  | •   |  |  |
|  |  | 102  |   |  |  |
|  |  | 103  |   |  |  |
|  | SQUARE FEET  |  |   |  |  |
|  | 104  | 105  |   |  |  |
| holly, cut greens, etc   |  | 106  |   |  |  |
| cks, parking, etc.)  |  | 107  |   |  |  |
|  |  | 110  |   |  |  |
|  | he nursery and greenhouse regon as the state's leading ading state in production a simplete the annual Nursery purce of measuring annual gricultural industry. The sur will be kept confidential. Eleased in September 2000 niversities, the legislature ecision making concerning regonians in general.  Simulation of the state of the series of the nearest one-tenth series to the nearest | regon as the state's leading agricultural industricating state in production and value. Please to emplete the annual Nursery and Greenhouse Surporce of measuring annual growth and change gricultural industry. The survey is voluntary and fill be kept confidential. The nursery/greenfull be kept confidential. The nursery/greenfull be sept extension in September 2000 and is used extension inversities, the legislature and local governed ecision making concerning issues affecting be regonians in general.  Sincerely,  Homer K. Rowley State Statistician  - INTRODUCTION  enhouse crops (including container grown), burger  P  ERY ACRES OPERATED  type, other nursery acreage, and rest to the nearest one-tenth.)  SQUARE FEET  104  holly, cut greens, etc  | he nursery and greenhouse industry continues to gain promining regon as the state's leading agricultural industry and national ading state in production and value. Please take a few minimum prompted the annual Nursery and Greenhouse Survey which is the purce of measuring annual growth and change of Oregon's gricultural industry. The survey is voluntary and your individual lid be kept confidential. The nursery/greenhouse report with the legislature and local governments for intection making concerning issues affecting both the indust regonians in general.  Sincerely,  Homer K. Rowley State Statistician  - INTRODUCTION  The enhouse crops (including container grown), bulbs, sod, bedding the nearest one-tenth.)  ERY ACRES OPERATED  type, other nursery acreage, and rest to the nearest one-tenth.)  ACRES  101  102  103  SQUARE FEET  104  105  holly, cut greens, etc |  |  |

| 3. | List the Oregon county or counties where your nursery or greenhouse acreage is located. If your acreage is in more than one |
|----|---|
|    | county, list each county separately, with the percent of gross sales by county. (Exclude acreage located in other States.)  |

| COUNTY  | ACRES | PERCENT OF<br>GROSS SALES |   |
|---|-------|---------------------------|---|
| +   | 611   | 621                       |   |
| +   | 612   | 622                       |   |
| +   | 613   | 623                       |   |
| ++  | 614   | 624                       |   |
| TOTAL (Acres should equal total in item 2g on page 1) | 615   | 100%                      | _ |

| OFFICE USE |  |
|------------|--|
| 601        |  |
| 602        |  |
| 603        |  |
| 604        |  |
|            |  |

A

- 1

#### SECTION 3 - GROSS SALES VALUE

5. What were your gross (invoice) sales from your nursery and greenhouse operation for each of the following plant material categories, and in total during 1999? If calendar year data are not available, please use the most recent fiscal year period. (Exclude plant material purchased for immediate resale.)

|  | (IN DOLLARS) |
|--|--------------|
| a. Bare Root   | 311          |
| b. Balled and Burlapped  | 312          |
| c. Container   | 313          |
| d. Greenhouse  | 314          |
| e. Other Nursery Plant Materials (include sod, bulbs, tubers, holly, cut greens, etc.) + | 315          |
| f. TOTAL (Should equal a + b + c + d + e)  | 310          |

continue

#### SECTION 3 - GROSS SALES VALUE (cont)

6. Please enter, by type of plant material, the percentage of 1999 gross sales from products shipped to the regions and states listed in the table below. The column for each type of plant material must add to 100 percent.

|                                      | DESTINATION OF SALES (as percent of gross sales) |                                    |                    |                    |                             |
|--------------------------------------|--|------------------------------------|--------------------|--------------------|-----------------------------|
|                                      | BARE ROOT  percent                               | BALLED AND<br>BURLAPPED<br>percent | CONTAINERS percent | GREENHOUSE percent | OTHER<br>NURSERY<br>percent |
| a. Oregon                            | 331  | 361                                | 391                | 421                | 451                         |
| b. Washington                        | 332  | 362                                | 392                | 422                | 452                         |
| c. California                        | 333 X  | 363                                | 393                | 423                | 453                         |
| d. Other Western States 1            | 334  | 364                                | 394                | 424                | 454                         |
| e. Upper Midwest <sup>2</sup> ······ | 335  | 365                                | 395                | 425                | 455                         |
| f. Gulf States <sup>3</sup> ······   | 336  | 366                                | 396                | 426                | 456                         |
| g. Atlantic States <sup>4</sup>      | 337  | 367                                | 397                | 427                | 457                         |
| h. Northeast States <sup>5</sup>     | 338  | 368                                | 398                | 428                | 458                         |
| i. Western Canada <sup>6</sup>       | 339  | 369                                | 399                | 429                | 459                         |
| j. Eastern Canada <sup>6</sup>       | 340  | 370                                | 400                | 430                | 460                         |
| k. Foreign Countries: 7              |  |                                    |                    |                    |                             |
|                                      | _  | _                                  | _                  | _                  | _                           |
|                                      | _  | _                                  | _                  | _                  | _                           |
|                                      | _  | _                                  | _                  | _                  | _                           |
|                                      |  | _                                  | _                  | _                  | _                           |
|                                      | _  | _                                  | _                  | _                  | _                           |
|                                      | 100%   | 100%                               | 100%               | 100%               | 100%                        |

<sup>&</sup>lt;sup>1</sup> Other Western States includes MT, ID, WY, NV, UT, AZ, NM, CO, AK, HI.

7. Considering only the sales in Oregon, Item 6a, what percentage was sold to other Oregon nursery operations for the purpose of additional growth and development? (Do not include materials intended for immediate resale).

PERCENT

continue

#### **SECTION 4 - HIRED AND CONTRACT WORKERS**

 $<sup>^{\</sup>rm 2}$  Upper Midwest includes ND, SD, NE, KS, MN, IA, MO, WI, IL, MI, IN, OH, KY.

<sup>&</sup>lt;sup>3</sup> Gulf States includes OK, TX, AR, LA, TN, MS, AL..

<sup>&</sup>lt;sup>4</sup> Atlantic States includes MD, DE, WV, VA, NC, SC, GA ,FL.

 $<sup>^{\</sup>rm 5}$  Northeast States includes ME, NH, VT, MA, CT, RI, NY, PA, NJ.

<sup>&</sup>lt;sup>6</sup> Western Canada includes BC, AB, SK, MB Eastern Canada includes all other provinces.

<sup>&</sup>lt;sup>7</sup> Foreign Countries should be listed separately.

|   |  | NUMBER          |
|---|--|-----------------|
| 8. What was the total number of workers paid by this operation (Include contract workers)   | 500  |                 |
| a. Of these total workers, how many were seasonal/pa  | 501  |                 |
| b. Of these total workers, how many were full-time (w   | <b>9</b> ·   | 502             |
| E   |  | DOLLARS         |
| <ol> <li>What were the total gross wages paid for your nursery.</li> <li>1999? (Include employer's cost for social security, worl premiums, pension plans, and any other benefits provided</li> </ol> | kers compensation, insurance                                     | 510             |
| X   |  | Go to section 6 |
| SECTION 5 - CHANG   | GE IN OPERATOR   |                 |
| 10. Has this operation been sold, rented out, or turned over  | r to someone else?   |                 |
| YES - Please identify the new operator.   | NO - Please check one reason which                               | applies.        |
| <b>↓</b>  | Retail Sales Only  | >               |
| Name:   | New operation with no 1999 sales. (Please complete sections 2&4) | > Go to         |
| Address:  | Other [Explain]  | >               |
| City & StateZip   | — Other [Explain]  |                 |
| SECTION 6 - SUR  11. Would you like to receive a copy of the results of this s  If additional help is needed, please call: 1-800  | survey?  |                 |
| In Portland area please call: 326-2131  | L  | 055105 1105     |
| COMMENTS  |  | OFFICE USE      |
|   | _  | 910             |
|   | E  | 920             |
|   |  |                 |
| Prepared by:  | Telephone:Dat  | e:              |

According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless it displays a valid OMB control number. The time required to complete this information collection is estimated to average 30 minutes.